

## Message Text

UNCLASSIFIED

PAGE 01 BERLIN 06176 271720Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----271906Z 086269 /43

R 271506Z MAY 77  
FM AMEMBASSY BERLIN  
TO USDOC WASHDC PRIORITY UNN  
INFO SECSTATE WASHDC 4912  
AMEMBASSY VIENNA

UNCLAS BERLIN 6176

VIENNA FOR EAST-WEST TRADE SUPPORT OFFICE

E O 11652: NA  
TAGS: BEXP GE  
SUBJ: LEIPZIG FALL 1977 FAIR

REF: BERLIN 5871

1. EMBASSY CONTINUES TO HOLD THE VIEW THAT A BUSINESS DEVELOPMENT OFFICE COMPRISING MODEST BUT ATTRACTIVELY APPOINTED OFFICES AND NEGOTIATING/REPRESENTATIONAL SPACE WOULD BE A USEFUL CONTRIBUTION TO U.S. TRADE PROMOTION EFFORTS IN THE GDR. SUCH AN OFFICE WOULD DEMONSTRATE U.S. INTEREST IN TRADE DEVELOPMENT; AND SERVE AS A BASE OF OPERATIONS FOR COLLECTION OF TRADE INQUIRIES, FOR CONTACTS WITH U.S. VISITS TO THE FAIR, AND FOR GATHERING OF COMMERCIAL INTELLIGENCE. OFFICE WOULD BE STAFFED BY EMBASSY COMMERCIAL PERSONNEL, PLUS INDUSTRY REPRESENTATIVE IN A FIELD OF FALL FAIR CONCENTRATION, E.G. CHEMICAL INDUSTRY, AND/OR A USDOC TRADE DEVELOPMENT SPECIALIST WHO COULD DRAW ON THE FALL 1977 EXPERIENCE AS PLANNING FOR FALL 1978 SHOW MOVES FORWARD.

2. WE BELIEVE THE FAIR AUTHORITY IS ANXIOUS TO  
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ACCOMMODATE US WITH SPACE IF WE DECIDE TO JOIN THE FALL 17 FAIR. A DECISION SHOULD, HOWEVER, BE REACHED SHORTLY IF ADEQUATE PREPARATIONS ARE TO BE MADE.POLANSKY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Sent Date:** 27-May-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
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